

## **Historic, Archive Document**

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# *Your Nurseryman's Reputation And The Quality It Insures*

**1c Paid**  
Permit No. 6.  
Salisbury, Md.

All of the Plants that you purchase are bought entirely upon the reputation of the seller. You cannot judge the quality yourself as you do with so many other commodities you buy. Not even the the most thoroughly trained Nurseryman or Horticulturist can give a satisfactory opinion upon their quality without exhaustive tests. Thus the wise and experienced buyer investigates first the reputation of his Nurseryman. It is his best, and in fact his only insurance.

The business of the E. W. Townsend Nursery was established in 1900 and has been built to its present proportions by the most careful attention to quality. The Founder of this Nursery has with him today his two sons who are working shoulder to shoulder with their father, and there is something more than just a plain business relationship existing between themselves, their employees and their customers.

When you buy Townsends' plants you buy more than 20 years of the hardest work and experience; you buy the prestige and reputation of years of successful plant growing and selling; you buy plants that have behind them the sentiment brought out by many years of careful, conscientious attention to our customers and their wants.

The very smallest part of your field or garden cost is represented by the plants, but they are by far the most important item. Remember--the lowest priced plants are not always the cheapest--but the BEST PLANTS are always the cheapest. Townsends' plants are known the country over as the standards of productiveness, hardiness and quality.

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## **Townsends' Nurseries**

E. W. TOWNSEND & SONS, Props.  
SALISBURY, MD.

United States Dept. of  
Agriculture,  
Washington, D.C.

Prcl 115 122122

# To Those Who Have Never Used Townsend's High-Grade Plants

WE are very anxious for you to send us a trial order this year, for we know that our high-grade productive plants will please you so well that you will want to become a regular Townsend customer in the future and will continue to send us your orders.

Townsend's High Grade Plants are known the country over as the standards for producing BIG CROPS of BIG RED BERRIES.

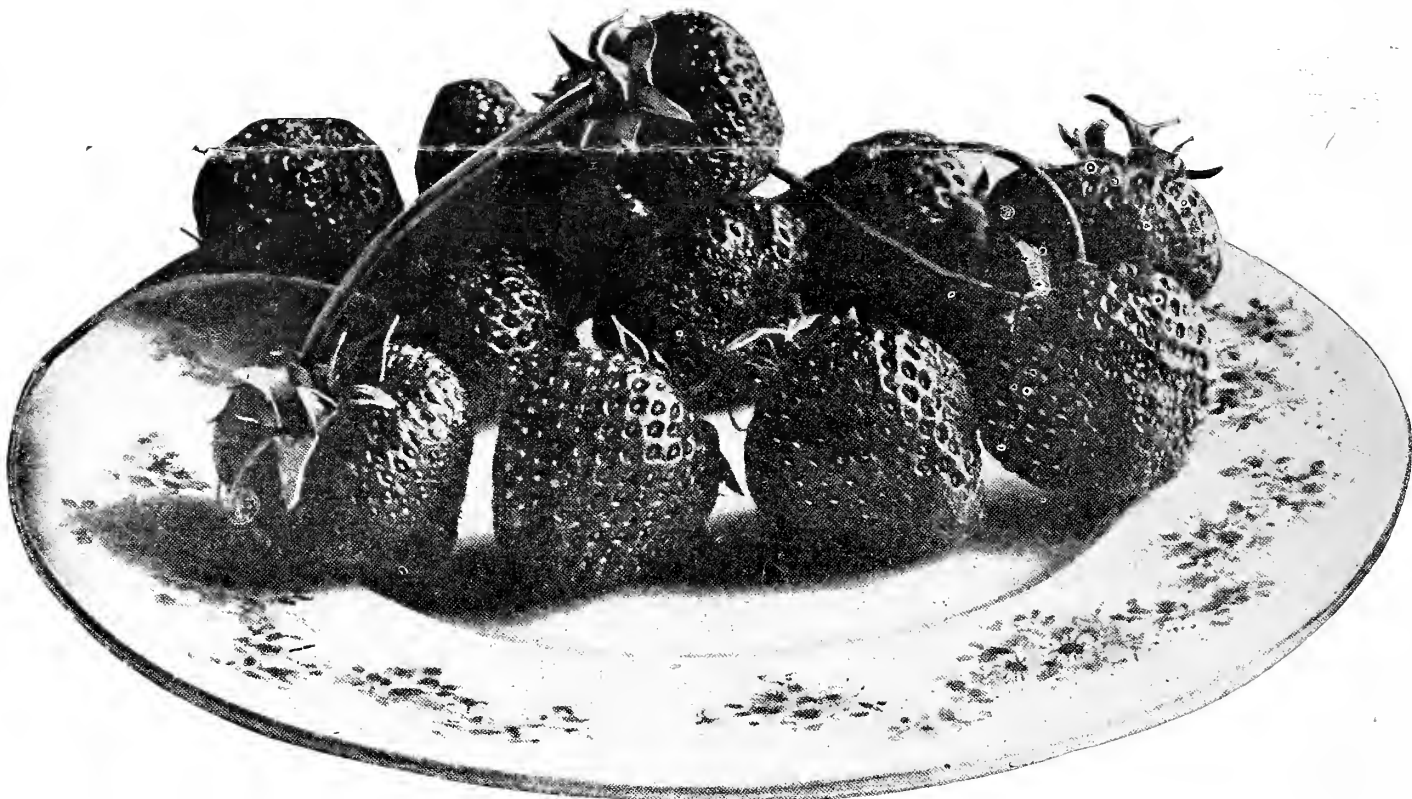
Our Prices are always as low as a high grade product can be grown, and it is only in growing plants in enormous quantities that we are enabled to furnish our high grade plants at the prices we do.

More than 300 acres in Strawberry plants alone this season, which will be shipped to every nook and corner in the United States and a number of Foreign Countries.

There is not a section in this country that there are not Boosters for Townsend's plants. A very small order in a new section has often meant hundreds of satisfied customers and Townsend Boosters in a very short time.

If you have not sent us an order for plants—send it now. If you cannot make a selection from this folder, let Townsend make a selection for you. We never fail to please on our own selections.

Every order sent to us is packed under the supervision of one of the Townsends, who has your interest at heart, and who is never pleased unless you are pleased.



DR. BURRILL (Per)

The Million Dollar Strawberry. This is truly a great variety in many respects. One of the hardiest varieties grown. Will produce big crops under even unfavorable conditions. Is one of the very best for new beginners to start with. More than \$2,000 cash from one acre in a single season has been reported by our customers from Townsend's Dr. Burrill plants and often more than \$1,000. It is one of the best for home use everywhere and should

be in every garden in the country. And one of the big commercial sorts in the North.

In plant growth it is the same as Senator Dunlap, and it would take the best expert to tell any difference between the two. One of our Michigan customers wrote us last summer that our strain of Dr. Burrill produced more than 2,000 quarts per acre over the Senator Dunlap purchased from a Michigan grower.



### A FIELD OF PREMIER PLANTS

This cut shows the finest field of Premier plants we have ever grown. There was not a missing plant in the entire field. This plot of land was prepared a year in advance by spreading New York horse manure twenty tons to the acre.

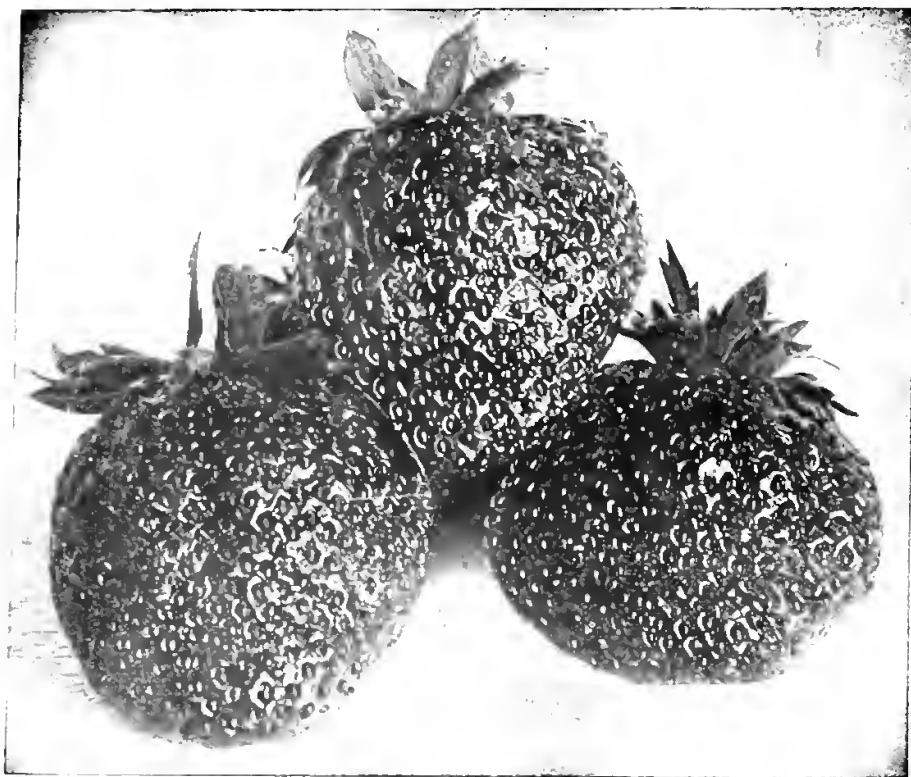


### A FIELD OF AUSTIN AND LUCRETIA DEWBERRIES IN BLOOM.

Note these plants are trimmed and tied to stakes about three and a half feet high. This we consider the proper way to grow dewberries. The fruit is kept clean, it gets the sun and ther air, berries are larger and firmer, and produce much more fruit than when allowed to run on the ground.

We make a specialty of growing Dewberry plants from the tips. In the northern half of the country we recommend Austin. It is larger, sweeter and more productive than Lucretia, and comes a week earlier. In the South Lucretia is considered best. No garden complete without a few Austin Dewberries.





**BIG JOE (Joe Johnson)**

Big Joe has stood the test of years and is still popular with thousands of growers and the leading markets throughout the North. Joe is a fancy berry in every sense of the word, and a heavy producer of fine quality berries.

**THREE FORDS FILL A REGULAR SIZE WATER GLASS.**

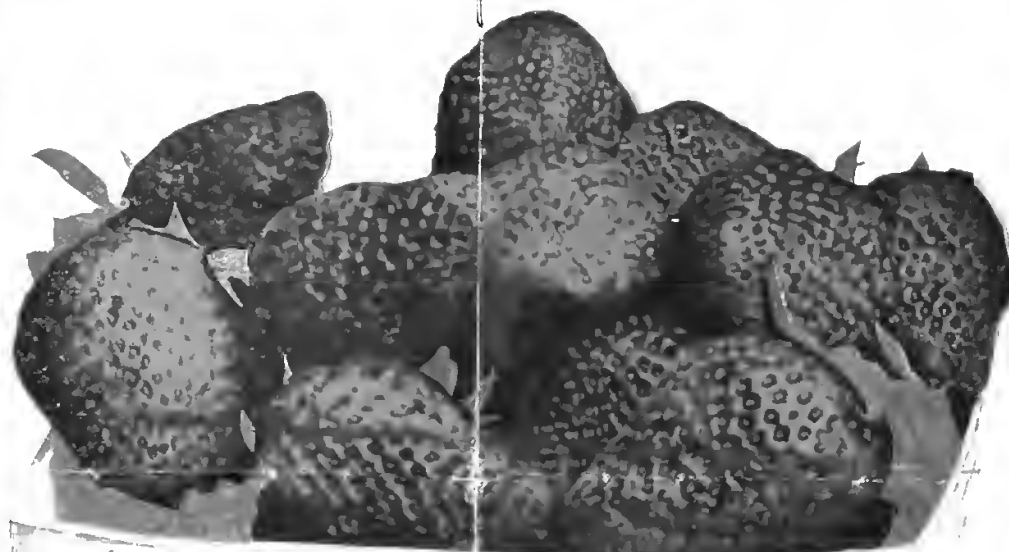
Ford is one of Townsend's introduction. Has become one of the leading standard late varieties in a very short time. As a money maker it is a second Premier, strong and hardy grower, does well everywhere. Quality the best. Is our second choice on the list following Premier, with Big Late third.

**For More Than 20 Years Townsends' Plants Have Given Satisfaction Everywhere.**

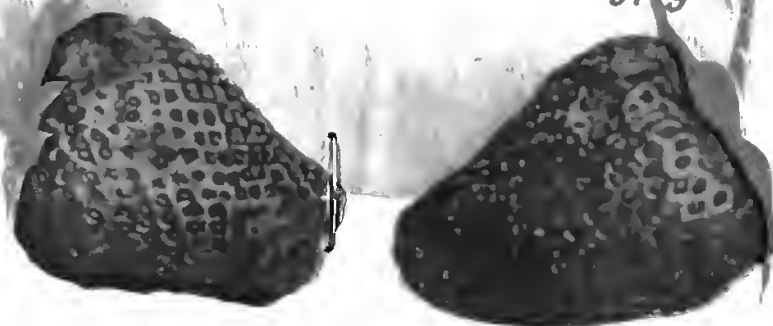


## SELECTION SELECTION MAKES PERFECT!

We select the best varieties to be had.  
We select the best plants from the best varieties.  
We select the best soil in the best section of the country to grow our plants.  
We have made a success--because we have sold our customers an article that has made them successful.



**\$3000.00 FROM ONE ACRE**  
**PREMIER STRAWBERRIES**  
100 PLANTS Post Paid \$1.65-  
1000 " " " 8.75-

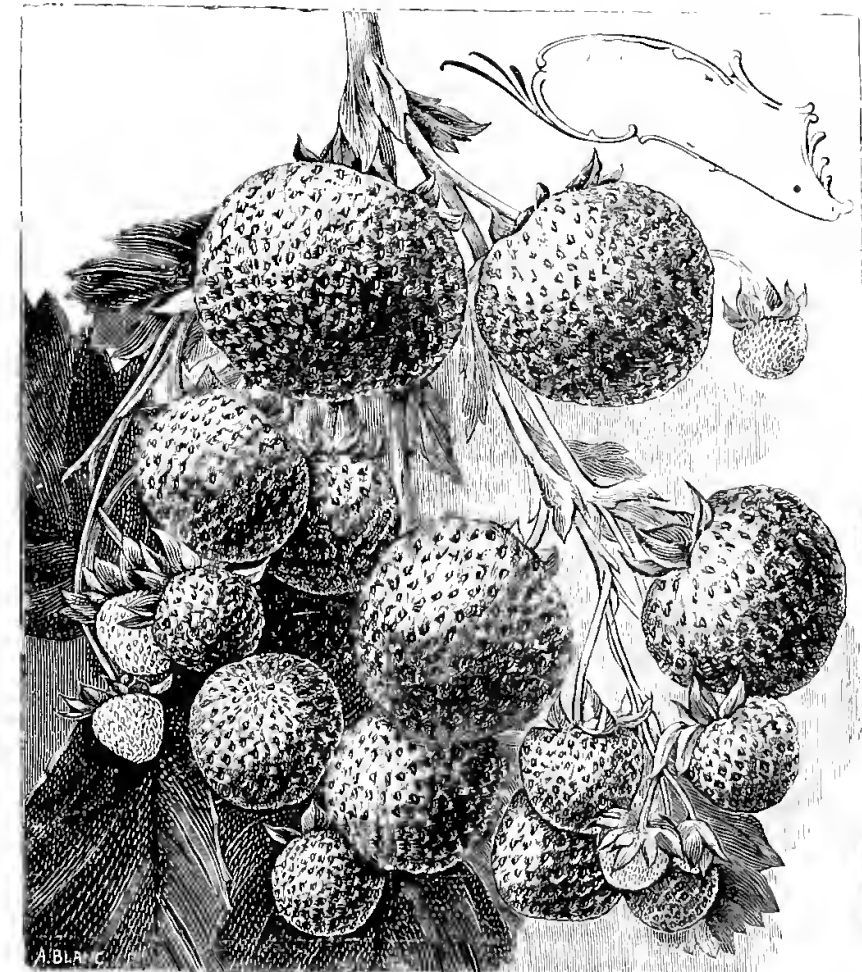


**PREMIER (Howard 17)**

This is the nearest perfect strawberry we have ever seen. Has been tested in every nook and corner of the United States and is good everywhere.

For home use there is nothing better, and as a market variety is the greatest money maker of them all.

It has been proven that Premier and Howard 17 are one and the same, and that it was originated by the Howards, of Hampshire County, Mass., and was tested by them for several years before being put on the market. We think that the right name should be HOWARD'S PREMIER. What do you say?



**LUPTON LATE (Per)**

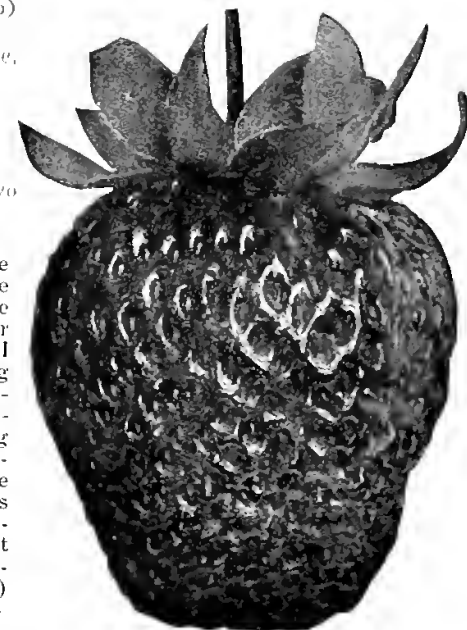
Is fast becoming the late standard variety in New Jersey as a market variety. Taking the place of such varieties as Chesapeake, Glen Mary, Candy, Etc. Is a strong, hardy grower, very productive, fruit large, bright red, and firm. Owing to its extra firmness it is not as good to the taste as some varieties, but for a show berry on the market and one to stand up for days in transit it has but few equals.

**TOWNSEND'S BIG LATE (Imp)**

We have selected Big Late,  
For the Ford's Mate,  
It is firm and sweet  
And hard to beat.

When planted together the two  
Will be surpassed by very few.

We consider that Big Late is the most perfect of any late pistillate variety we have ever seen. We have grown and fruited it for many years in all kinds of soil and have never failed to get a big crop of big, red, firm, sweet, delicious berries. Is a strong, hardy grower, plants tall with long fruiting stems that hold the berries well off the ground. Big Late is unsurpassed for quality and is as near frost proof as it is possible to get. Being an imperfect flowering variety, it is not effected by bugs (or strawberry beetle) Big Late and Ford are sure mortgage lifters.

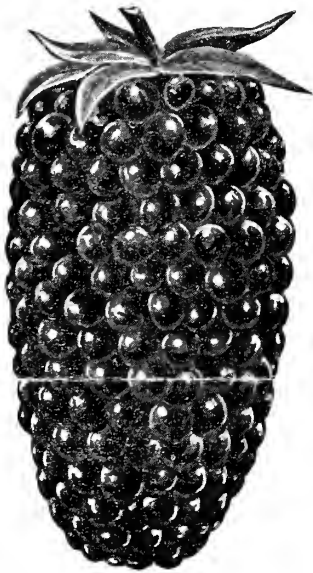




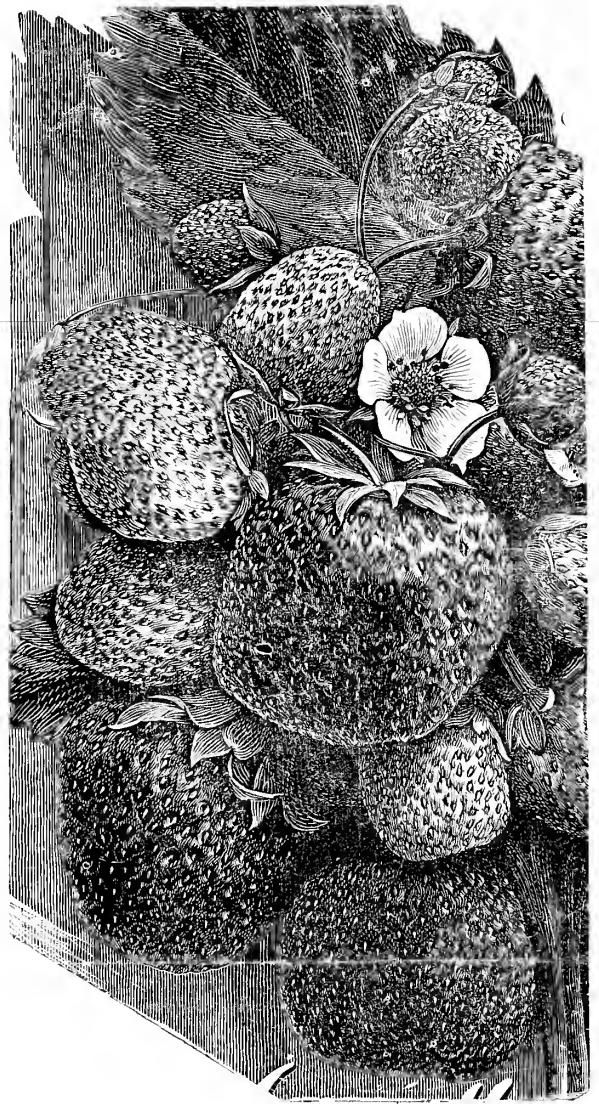
## PRESIDENT HARDING.

This new and valuable variety was introduced by us the past season to take the place of the old Brandywine. We watched it seven years before putting it on the market. We describe it as follows:

Season very late, a strong hardy grower, foliage a beautiful dark green without a blemish of rust on any soil. Yields an extremely heavy crop on ordinary soil of large round and flat shaped berries, color very dark red to center. Resembling the old Brandywine in taste and appearance, but surpassing it in both size and productiveness. Is firm enough to make a good shipping variety. We tested it beside the Brandywine for years and found that it outclassed the same in every particular. We most heartily recommend it as a trial everywhere a good late berry is wanted for any purpose. Stock limited.



PAN AMERICAN BLACKBERRY



## PROGRESSIVE (Ever-bearing)

The universal everbearing strawberry, especially recommended for home use and local market. Every garden should have a bed of Progressive in it. Begins to fruit a few weeks after plants are set and will continue until hard freezing. Fruit medium in size, dark red, sweet and mild. One of the surest extra early strawberries for the Spring crop. Was never known to miss a season in any climate since its introduction.



# Townsend's Nurseries--The Largest Plant Growers in The World!

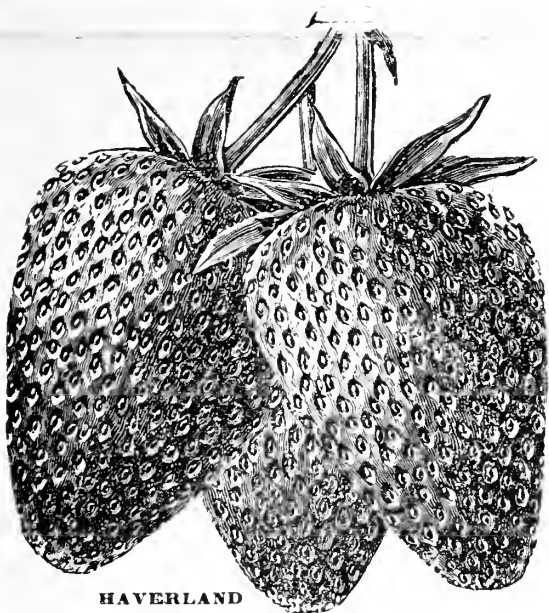
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A FIELD OF OUR YOUNG THOROUGHBREDS.

This field was prepared a year in advance by spreading a heavy coat of stable manure plowed under and a crop of Irish potatoes grown the fall before plants were set. No other manure of any kind being used for the plant crop.

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HAVERLAND

HAVERLAND (Imp.)

Haverland is an old time standard midseason variety, one that is almost sure to produce an enormous yield of fair quality fruit. Is a hardy, strong grower and makes a good mate for the Dunlap or Dr. Burrill. We have a very fine stock of plants this season.



A TOWNSEND STRAWBERRY GARDEN, GROWN THE TOWNSEND WAY.

Plants were set in rows 30 inches apart with plants set 15 inches in the rows. It is possible to grow 20,000 quarts per acre in this way of strictly fancy berries.

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**Townsend's Strawberry Gardens  
in Every Part of The Country Are  
A Source of Pleasure and Profit.**

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**More Than 300 Acres in Strawberry Plants Alone This Season!**



## TOWNSENDS' EVERBEARING GARDEN

Shown on back cover page of our catalogue. Fruits from June until November in the North.

100 Progressive	100 Lucky Boy
100 Superb	100 Lucky Strike

Sent postpaid, our Special Price, \$15.00

## TOWNSEND'S BIG FOUR GARDEN.

Is a fine standard collection (not everbearing). Will fruit from early to late, varieties suitable for home use, as every one is a sweet, mild and delicious berry.

100 Premier	100 Townsend's Big Late
100 Ford	100 Dr. Burrill

Sent postpaid, Our Special Price, \$6.00.

## TOWNSEND'S BIG SIX SPECIAL.

Is a great bargain to start with. We sold more than 500 of these gardens last season.

100 Premier	100 Lucky Boy
100 Dr. Burrill	100 Ford
100 Haverland	100 Townsend's Big Late

Besides five of the very best standard varieties, we give 100 Lucky Boy, Everbearing.

Sent postpaid, Our Special Price, \$12.00.

TOWNSEND'S SPECIAL MARKET GARDEN  
NO. 3

500 Senator Dunlap	500 Premier
500 Haverland	500 Big Joe

Catalogue Price \$28, Our Special Prepaid Price Only \$24.

TOWNSEND'S SPECIAL MARKET GARDEN  
NO. 1

1000 Premier, catalogue price	\$7.00
1000 Missionary	5.00
1000 Dr. Burrill	5.00
1000 Big Joe	5.00

\$22.00

Special price, purchaser to pay transportation charges, \$20.00, or sent by express prepaid for only \$22.00

## TOWNSEND'S MIXED SMALL FRUIT COLLECTION NO 10. Purchaser to Pay Charges.

3 best grape vines, red, white and blue	\$ .90
3 Gooseberry Plants	1.20
3 Red Raspberry Plants, Everbearing	.60
3 Black Raspberry	.60
3 Blackberry	.60
3 Red Currants, three year old	1.20
3 Black Currants, three year old	1.20
3 White Currants, three year old	1.20
100 Best Standard Strawberry	1.50
100 Best Everbearing Strawberry	5.00

Catalogue Price .....\$14.60

Our Special Price only \$12.50, or sent prepaid for only \$13.50.

For a more complete list of Garden Selections, Roses, Etc., see our 20th Century Catalogue, 1922.



**1921****PRICE LIST****1922**

OF

**Townsend's  
High-Grade****STRAWBERRY PLANTS****Instructions for Determining the Cost of Plants.**

Beneath the varieties in each column below is a complete scale of prices which applies separately to each individual variety listed in that column. If plants are wanted of more than one variety, figure each variety separate same as though you were ordering only one sort.

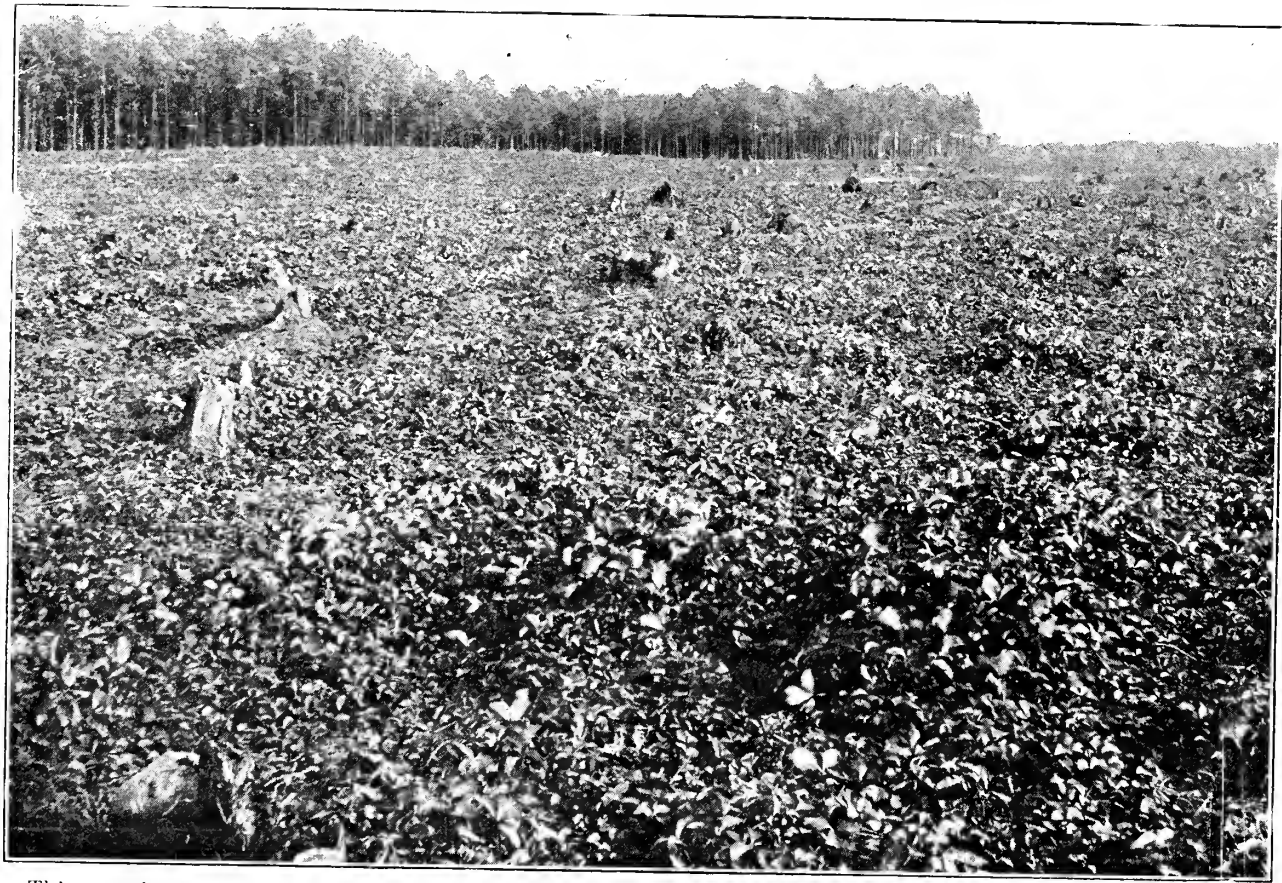
COLUMN 1.	COLUMN 2.	COLUMN 3.
DR. BURRILL	PREMIER	BUSHEL BASKET
GANDY	FORD	CAMPBELL'S Early
KLONDYKE	LUPTON	PROGRESSIVE
MISSIONARY	AROMA	SUPURB
SEN. DUNLAP	EARLY JERSEY Gt	WORLD'S WODER
WARFIELD (Imp.)	EARLY OZARK	PRES. HARDING
BIG JOE	FENDALL (Imp.)	HORSEY
	GIBSON	MASCOT
	GLEN MARY	CHESAPEAKE
	HOWARD 17	
	HAVERLAND Imp.	
	KELLOGG Prize Im	
	NIC OHMER	
	PARSONS BEAUTY	
	PAUL JONES, Imp.	
	SAMPLE (Imp.)	
	BIG LATE (Imp.)	
	WM. BELT	
25 Plants..\$ .50	25 Plants..\$ .60	25 Plants..\$ 1.00
50 Plants.. .75	50 Plants.. .85	50 Plants.. 1.50
100 Plants.. 1.00	100 Plants.. 1.50	100 Plants.. 2.50
200 Plants.. 1.50	200 Plants.. 2.15	200 Plants.. 4.50
300 Plants.. 2.00	300 Plants.. 2.85	300 Plants.. 5.50
400 Plants.. 2.50	400 Plants.. 3.50	400 Plants.. 6.50
500 Plants.. 3.00	500 Plants.. 4.00	500 Plants.. 7.50
<b>1,000 Plants.. 5.00</b>	<b>1,000 Plants.. 7.00</b>	<b>1,000 Plants.. 15.00</b>
5,000 Plants.. 23.50	5,000 Plants.. 33.75	5,000 Plants.. 70.00
10,000 Plants.. 45.00	10,000 Plants.. 65.00	10,000 Plants.. 135.00

From one to five thousand plants the 1,000 rate applies; from five thousand plants up to 10,000 the 5,000 rate applies.

**LUCKY BOY and LUCKY STRIKE (Everbearing)**

12 Plants .....	\$1.50	250 Plants .....	\$ 10.00
25 Plants .....	2.50	500 Plants .....	15.00
50 Plants .....	3.50	1,000 Plants .....	25.00
100 Plants .....	5.00	5,000 Plants .....	100.00

Late in season please give second choice.



This cut shows a twenty-five acre field of New Ground Plants. There is no such thing as failure when plants like these are used and proper attention given. Such fields of plants as this has made Townsends' name famous the whole country over as a breeder of the highest, purest and most productive strawberry plants.